

**EXHIBIT****156**

21-cv-00260-PB

**From:** Julian Chandra [julian@odysee.com]  
**on behalf of** Julian Chandra <julian@odysee.com> [julian@odysee.com]  
**Sent:** 11/17/2020 3:19:12 PM  
**To:** Dave Fan [dave@waterman-ventures.com]  
**CC:** Jeremy Kauffman [jeremy@lbry.com]  
**Subject:** Re: For Greg Kidd  
**Attachments:** Odysee Deck Nov 2020.pdf

Hey Dave,  
Here's a deck for Greg.  
Thanks again

On Mon, Nov 16, 2020 at 8:42 PM Julian Chandra <[julian@odysee.com](mailto:julian@odysee.com)> wrote:  
Yep. Give me 1-2 days. We're almost ready.

On Sat, Nov 14, 2020 at 3:29 AM Dave Fan <[dave@waterman-ventures.com](mailto:dave@waterman-ventures.com)> wrote:  
Thanks Julian. Greg requested a deck - can you share that?

-Dave

On Tue, Nov 10, 2020 at 12:15 AM Julian Chandra <[julian@odysee.com](mailto:julian@odysee.com)> wrote:  
Thanks for the intro, Dave!

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Hey Greg,  
Would love to talk about our company with you.

Our video sharing platform called Odysee.com which is a little over a month old has seen rapid growth. We're basically like YouTube 2.0 - but true to the spirit of what YouTube was meant to be.

Odysee was built upon our own blockchain technology called LBRY which is in the top 20 most widely used blockchain protocols in the world too. We've got over 7 million users. We have our own crypto currency called 'LBRY Credit' which is being widely traded and used in the economy of our app too.

We believe if we can scale to just 1% of the size of YouTube we can be competitive in a major way. We think our company can achieve this and more. In the coming year also given YouTube's present troubles, we anticipate being the most viable alternative to YT as well too.

We're currently partnered with Pillar VC (PillPack, Circle) & Clarity PR (Nvidia, Nextdoor, Sony, Yahoo)

We'd love to connect if you're interested to know more.

Best

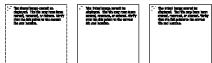
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Julian Chandra  
VP of Growth  
LBRY, Inc

[www.odysee.com](http://www.odysee.com)  
[twitter.com/odyseeteam](https://twitter.com/odyseeteam)

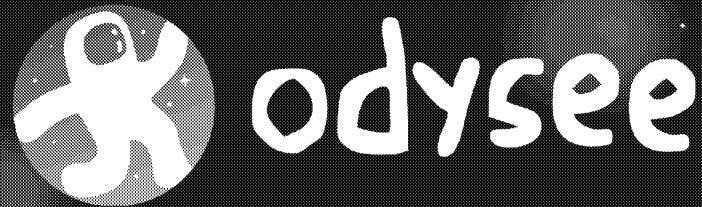
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Dave Fan

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**VIDEO SHARING PLATFORM  
BUILT ON WEB 3.0 TECH**

Odysee is growing fast, really fast

**7,462,239**

Monthly Users

(Across Odysee and the LBRY network)

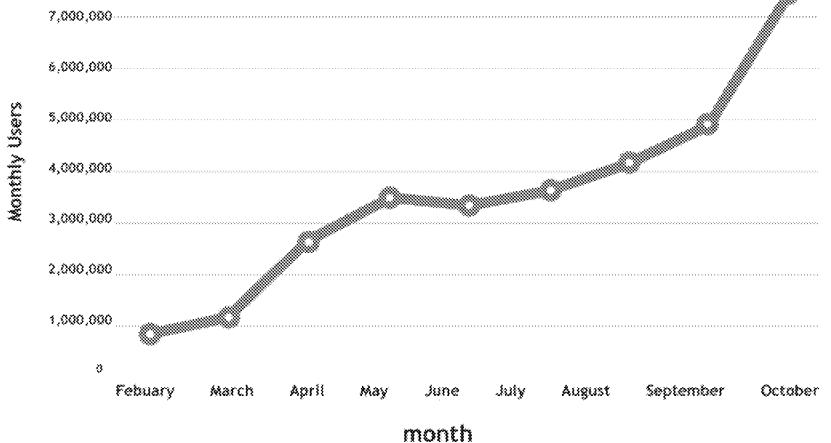
**+72%**

Weekly User Growth  
(since soft launching odysee.com)

**\$0**

Ad & Marketing Spend

### Monthly Users Since February 2020



## \$159 billion consumer video opportunity<sup>1</sup>

Consumer video is growing and ripe for disruption.

YouTube is not a trusted brand by creators and they are leaving in droves.

## Why we launched Odysee

We built a decentralized, blockchain publishing protocol called **LBRY**. But 95+% of our usage was from people seeking an alternative to YouTube, because YouTube doesn't want to be YouTube anymore.

Odysee is a market response to how users were using LBRY.

There will be more apps in the future.

## Creators of all kinds love Odysee

"This looks like what YouTubers have been waiting for, I think Odysee is amazing."

Upper Echelon Gamers  
89 million views / 423k followers

"Thank you so much for giving us a REAL youtube alternative, I think it's not just me who thinks this is what we have all been waiting for!"

Crazy Grace  
58 million views / 344k followers

"Love the fire and slime, nice to see real creators on here."

Better than Food  
4 million views / 89k followers

"Odysee looks really sick, bro. I'm excited"

Sophie and Joe  
287 thousand views / 32k followers

"I have joined and I hope this takes off. Susan is ruining YouTube, you guys have a really nice app."

Diesel Patches  
144 million views / 624k followers

**Creators** are sharing more and more

 **100,000+**

Active Creators

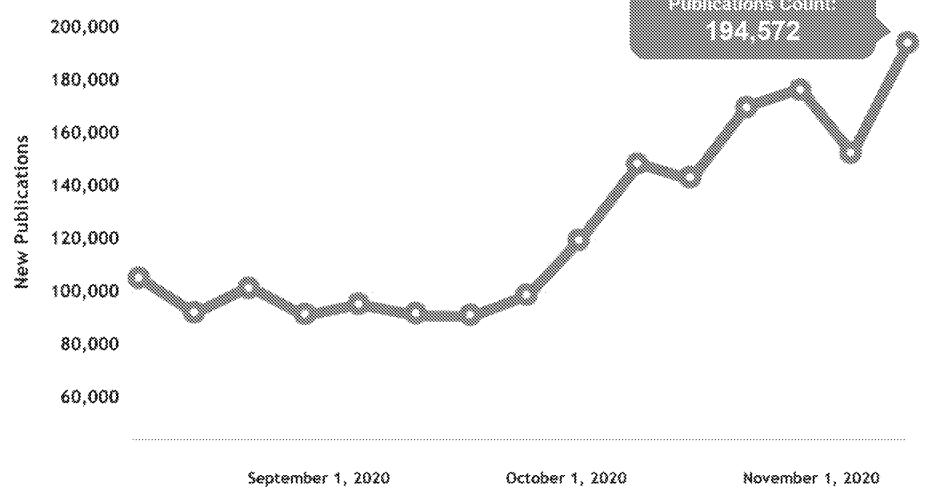
 **5,200,000+**

Creations

 **195,000**

Publications Per Week

### New Publications Per Week



## Users love Odysee too

Roland Roland 6 days ago  
WONV Odysee could really Compete.  
the UI is NICE

Pratto 4 days ago  
This actually looks like something  
that could replace YouTube, finally it  
might be happening :)

LBRY\_Wall002 10 days ago  
Thank you so much for Odysee. I've been using Odysee  
for several months and it's great. New content, replaceable  
advertisements and I believe that you update your UI a lot  
so more user's come after us than competitors due their UI  
designed for odysees future

Larry Gall 6 days ago  
I discovered Odysee a few days ago, and I was really  
shocked at how good it is. I didn't use Liby, so I don't know  
how that was or if it was similar, but these guys are doing a  
great job. Needs more people to move from YT or at least  
mirror.

TheCheeryElement 1 day ago  
I love odysee, a lot more than blitchute. odysee  
reminds me of early youtube. It has far more  
diverse content than blitchute and the user exper-  
ience is way better imo

**60%**

**Weekly retention**  
(verified accounts at 6 weeks)

**>10 min**  
**Average Session**

**∞**  
**Fan Made Memes + Promos**

## Odysee team



**Jeremy Kauffman**  
CEO, Founder

Built LBRY from nothing. Founded and grew ecommerce SaaS company TopScore to over \$20 million GMV.



**Alex Grintsvayg**  
CTO, Founder

Former co-founder and CTO at TopScore. Managed infrastructure and software for millions of users.



**Julian Chandra**  
CMO

Former Head of Partnerships (AU/NZ) for TikTok. Oversaw its launch in market, defined strategy for growth, content, and brand.

## Our blockchain is a moat and differentiator

 **Web 3.0 design allows unprecedented user control**

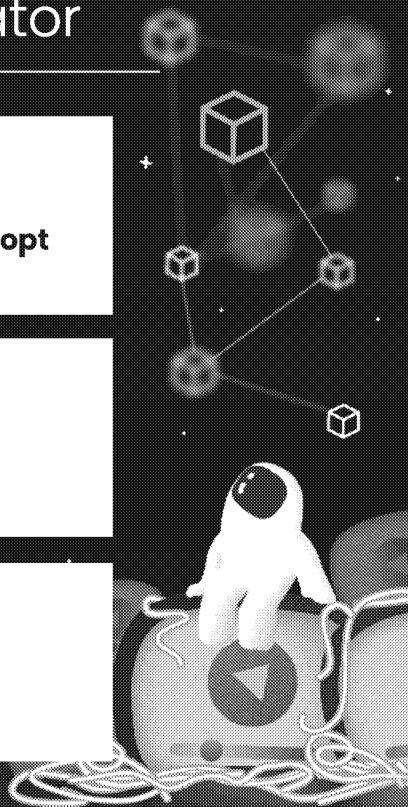
- Creators own their channels
- Infeasible for big tech to copy or co-opt

 **Blockchain live for over 4 years without issue**

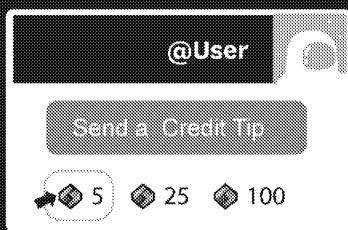
- Secure, stable, trusted, scalable
- IEEE-vetted technology<sup>1</sup>

 **Active, engaged community**

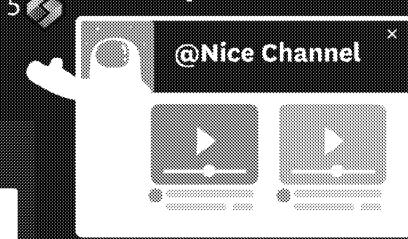
- 4,800 GitHub Stars
- 40,000 member Discord
- 422 code contributors



## How we make money



### Tips and Subscriptions



### Selling Tokens

Buy Credits

LBRY, Inc. partners with Moonpay to provide the option to purchase LBRY Credits. Learn more.

Country: Australia

Only some countries are eligible at this time. We are working to make them available to everyone.

Continue

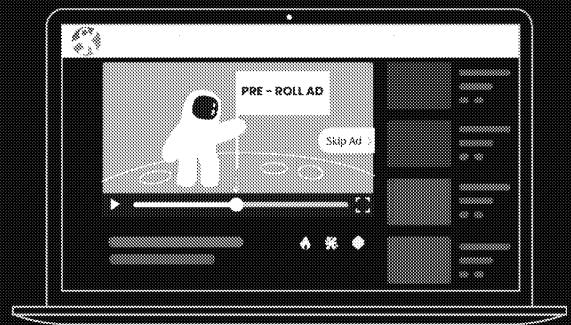
We receive a percentage of subscriptions, purchases and other financial exchanges

### Token



LBRY holds 325,000,000 LBC  
1 LBC could be worth \$100 or more if LBRY becomes protocol of choice for media distribution (more)

### Ads & Partnerships



## Our round & objectives

We're raising **20 million dollars** to:

1. Substantially scale growth and support staff
2. Launch business development, marketing and community programs
3. Expand monetization via advertising and financial transfers
4. Explore additional branded applications that utilize **LBRY**
5. Reduce cryptocurrency spending

Within 2 years we will:

1. Cross **50,000,000** active monthly users across all apps
2. Drive demand and raise awareness of token, improve economics
3. Achieve positive unit economics on marginal users
4. Raise day-over-day retention to over **60%** and daily active usage over 20 minutes

## Our partners





Visit **odysee.com**

Learn about our company: lbry.com  
Play with our tech: lbry.tech